



**DEPARTMENT OF HEALTH SERVICES  
Division of Behavioral Health Services**

**Request for Letters of Interest (LOI)  
No. MHSA/073  
ADULT OUTPATIENT SERVICES TRANSFORMATION: CORE PROGRAM  
Release Date: December 15, 2021**

**DEADLINE TO EXPRESS INTEREST  
By 5:00 PM Pacific Standard Time, January 27, 2022**

**This will be the only publicized notification of this Request for Letters of Interest**

The County of Sacramento Department of Health Services (DHS), Behavioral Health Services (BHS) is soliciting experienced community based organizations who are interested in applying to the upcoming second round Adult Outpatient Services Transformation: CORE Program Request for Applications (RFA). The County welcomes both existing and new providers to apply. The County will determine funding to award two organizations to operate two sites each, based on service area needs, agency capacity, and available funding. Each site will operate both community-based outpatient specialty mental health services and a community wellness center for enrolled members. This request for LOI informs organizations of the Sacramento County's Outpatient Mental Health Services system transformation. The transformation is an enhancement to BHS's existing Mental Health Services Act (MHSA) Community Services and Supports (CSS) component plan, which offers programs, services and strategies that serve clients and families. The following Adult Outpatient Programs are included in the transformation: Wellness and Recovery Centers, Guest House, Regional Support Teams, and Transitional Community Opportunities for Recovery (TCORE).

**Background**

On August 6, 2019, former DHS Director, Peter Beilenson, MD, MPH, presented an update on MHSA planning for unspent funds at the Board of Supervisors meeting. This presentation provided next steps for making MHSA funds available for services in the community through strategies for planning and stakeholder input, including bringing services in alignment with community needs and available resources through the Adult Outpatient Services Transformation. This presentation was also provided to Sacramento County's MHSA Steering Committee by BHS Director, Ryan Quist, Ph.D. on August 15, 2019.

Beginning in 2019, BHS convened several stakeholder feedback sessions with a total of 658 participants, including focus groups, town halls, smaller cultural-specific community conversations, key informant interviews, and online surveys to gather feedback and ideas from consumers, family members of consumers, system partners, and community members about the current system of care.

On January 21, 2021, BHS provided an overview to the MHSA Steering Committee outlining BHS's plan to implement a regular procurement schedule for contracted programs, utilizing stakeholder input to ensure programming is effective, respectful and responsive. The presentation answered how stakeholder input is used by BHS to inform program planning, development and implementation.

On April 15, 2021, an overview of the stakeholder feedback methods and key areas for improvement derived from the feedback was shared with the MHSA Steering Committee. The purpose and goals of the transformation shared at this meeting are included in this request for LOI.

## Purpose

The purpose of the Adult Outpatient Services Transformation is to integrate community stakeholder input in order to refine the outpatient system to more effectively serve our community and to enhance the overall Adult Outpatient Mental Health Services system. Through common themes in stakeholder input, feedback-driven goals were established for the transformation. Based on feedback, the transformation will include Recovery Oriented Leadership (ROL), a best practice approach to increase hope, commitment, and action across the system of care. The practice involves the following four principles:

- Hope: Having a vision that is worth working towards and believing that things can improve.
- Healing: Acknowledgement that people need healing, compassion and encouragement as they work towards finding wholeness and health.
- Community Engagement: People are encouraged to be a part of the community and their contributions are promoted, while they are accepted for who they are.
- Authority: People with psychiatric disabilities have the power to decide their future and take meaningful action based on their beliefs and desires.

When services reflect these principles individuals will be empowered to take control and direct their own life plan. Additional feedback driven-goals of the transformation include: Practice values and principles that enhance culturally responsive services, recovery and resilience; Increase treatment effectiveness through recovery framework; Increase the use of evidenced-based practices and community-defined evidence practices; Ensure funding is allocated to support mainstream Medi-Cal and community-defined recovery centered services, while maximizing federal funding; Hiring and retaining staff that are able to support the unique needs of every service recipient (i.e. ethnic, racial, age, sexual orientation, gender identity and linguistic needs); Expand access points to mental health services including peer supports; Increase supports to families, strengthen support systems and community connections; Inclusion of culturally responsive services and trauma informed delivery system; Provide a diverse workforce that reflect and speak the language of the community served; Increase opportunities for job training/coaching and integrating employment as a recovery goal; Improve access through community hubs with collocated services.

It is important to note the community stakeholder approved MHSA Community Services and Supports component programs such as Wellness & Recovery Program and the TCORE Program remain foundational components of the adult outpatient transformation. The transformative model, Community Outreach Recovery Empowerment (CORE), supports flexibility in its service delivery, ease of access and focuses on a client centered recovery focused outcome driven system of care. Through this model and upcoming RFA, BHS will transform the existing Adult Outpatient Mental Health Services by combining low-to-moderate outpatient services and moderate-to-high intensity service delivery models. Through the transformed services, BHS intends to increase access and improve the quality of outpatient mental health services based on identified gaps and community feedback through an integrated approach that addresses the multi-systemic needs of Sacramento County's adult beneficiaries. By combining community wellness center models, low-to-moderate service intensity programs and moderate-to-high intensity service models, clients can maintain the intensity of services that are clinically indicated without transferring to a different provider. This flexibility preserves member relationships with their service provider as needs fluctuate or change.

The upcoming RFA will further detail the scope of work which will include subcontracting opportunities. BHS encourages organizations to consider subcontracting with grassroots and community-based organizations with knowledge, expertise and familiarity in working with Sacramento County's diverse ethnic and cultural neighborhoods and communities for the purpose of providing culturally responsive care, community defined practices, and cultural brokerage services. Organizations may choose to subcontract for the peer-run community wellness center program component for enrolled clients.

## **Minimum Qualifications**

### **Interested organizations must meet the following minimum requirements:**

1. Single agency responses only. No collaborations, partnerships, multi-agency, or fiscal sponsorship responses will be accepted for the purpose of the LOI and RFA. Organizations awarded will have the opportunity to subcontract for specialty services as described in the upcoming RFA with BHS approval.
2. Have three (3) or more years experience providing moderate-to-high intensity specialty mental health and co-occurring substance use disorder services to adults. Experience must also include crisis intervention services defined as a service requiring an immediate response for clients experiencing a crisis.
3. Have three (3) or more years experience collaborating with all of the following systems: mental health system of care/Mental Health Plans (MHP), law enforcement, court systems, welfare, housing resources, hospitals and health care systems.
4. Have three (3) or more years experience utilizing culturally informed care, trauma informed care, wellness and recovery action planning, and wellness and recovery principles related to the provision of mental health treatment and support for adults and their families/caregivers.
5. Respond to this Request for LOI to receive and apply to the subsequent RFA. Failure to submit a Letter of Interest form disqualifies an organization from responding to the RFA.
6. Attend the corresponding Mandatory Applicants' Conference. The Conference date and time will be announced in the upcoming RFA.

Organizations who have submitted the LOI form by January 27, 2022, will be sent the RFA document and invitation for the Mandatory Applicants' Conference within approximately 30-90 days from the date of release of the Request for LOI. **Please note that receipt of the RFA document and invitation to attend the Mandatory Applicants' Conference does not guarantee funding.**

## **How to Express Interest**

Interested organizations must respond by completing the "Adult Outpatient Services Transformation: CORE Program Letter of Interest Form No. MHSA/073" at the end of this document. Instructions for completion and submission are on the form.

**DEADLINE: by 5:00 PM Pacific Standard Time, January 27, 2022.**

Email the completed and signed "Adult Outpatient Services Transformation: CORE Program Letter of Interest Form No. MHSA/073" to [AppsMHSA73-74@saccounty.net](mailto:AppsMHSA73-74@saccounty.net) by the date and time stated above. The following will **not** be accepted: hard copies of responses that are delivered to County locations, emailed responses to any other email address, or faxed responses. Late submissions will **not** be accepted and will be automatically disqualified from further consideration.

**PLEASE NOTE:** This will be the only advertisement of this request for LOI. Only those organizations that successfully respond to this LOI are eligible to participate in the RFA for these services. The County of Sacramento reserves the right to cancel this request for LOI and/or issue a RFA for these services, to reject any or all LOI submissions, and to determine which LOI shall be accepted. In addition, the County reserves the right to make a contract award to one or more bidders for all or part of the services.

**Letters of Interest will only be accepted from organizations that meet or have the ability to meet minimum requirements as stated in this document.**

**SACRAMENTO COUNTY BEHAVIORAL HEALTH SERVICES  
ADULT OUTPATIENT SERVICES TRANSFORMATION: CORE PROGRAM  
LETTER OF INTEREST FORM, No. MHSA/073**

This completed form must be signed by a person with contract signing authority for the organization and dated and include your organization's information – legal business name, address, name of point of contact, phone number, and e-mail. An electronic or scanned signature will be accepted. The completed and signed form must be emailed to [AppsMHSA73-74@sacounty.net](mailto:AppsMHSA73-74@sacounty.net) by 5:00 PM Pacific Standard Time, January 27, 2022. The following will **not** be accepted: hard copies of responses that are delivered to County locations, emailed responses to any other email address, or faxed responses. Late submissions will **not** be accepted and will be automatically disqualified from further consideration.

Legal Business Name of Organization	
Address	
Name of Point of Contact	
Phone Number	
Email Address	

**Submission of this form serves as a notice that our organization is applying for LOI #MHSA/073.**

**Minimum Requirements:**

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6. Attend the corresponding Mandatory Applicants' Conference. The Conference date and time will be announced in the upcoming RFA.

I hereby certify that my organization meets the above minimum requirements:

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Electronic or Scanned Signature of Organization's Authorized Agent

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Date

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Print Name/Title